



**Laidig Systems, Inc.** is actively interviewing for a **USA Regional Industrial Sales Person**. Laidig is looking for a positive, high energy, self-directed individual to join our growing team. A BS degree or equivalent is required. Three to five years outside sales experience including industrial sales exposure is preferred. This position reports to the Vice President of Sales.

**Specific responsibilities include:**

- Inside sales training for the first several months. This will include learning about the company, equipment, and services as well as sales training.
- Working and traveling with the experienced salesmen to assist with doing quotations and learn the sales process.
- Working and traveling with members of the service/construction team to learn “hands-on” knowledge of Laidig applications and equipment.
- Ultimately responsible for a regional sales territory that includes direct sales activity and oversight of manufactures representatives and agents.

**Applicants should have the following qualifications:**

- A reasonably strong technical understanding and interest.
- Curiosity and desire to learn.
- Enthusiastic attitude and people skills.
- Strong written and verbal communication skills.
- Must be willing to travel extensively with approximately with 40 to 50% overnights out.
- Must locate relatively near the Mishawaka-South Bend area.
- A reasonable “risk taker” but balanced with reality.
- A temperament and personality to work well with a team of people.
- Professionalism, honesty, and integrity in all aspects of work.
- Highly competent in Word, Excel, and PowerPoint.

Laidig is an engineering and manufacturing company, providing custom-engineered material handling systems that are known throughout the industry for their quality and durability. Laidig has pioneered the development of automated storage and reclaim since 1961, and is a noted provider of dry-bulk silo reclaimer systems around the world. They design, market, manufacture, and service a wide range of storage and reclaim systems, and excel in providing customized solutions for materials with special handling requirements, especially those that require exceptionally rugged, extreme-duty reclaimers. Their research and testing has resulted in the development of systems that are well-suited for the storage and reclaim of grain meals, whole grains, wood chips, sawdust, recycled materials, cement, fly ash, FGD Gypsum, coal, powders, biomass and other hard-to-handle bulk solids. Further information about Laidig can be found at [www.laidig.com](http://www.laidig.com).

Laidig offers a generous benefit package including a matching 401k, health, life, dependent life, AD&D, disability, H.S.A., dental, & vision insurance, paid time off, & paid holidays.

Qualified individuals should send their resumes to Mike Schuster, Vice President of Sales, [mikeschuster@laidig.com](mailto:mikeschuster@laidig.com).

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